

# NORTH FLORIDA LENDER NEWS

January 2009

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**Happy New  
Year From The  
SBA North  
Florida District  
Staff!**

## Special Points of Interest

- SBA's Emerging 200
- North Florida District Calendar of Events
- FY 2009 Loan Approvals by 7(a), 504 and County

Helping small businesses



Your Small Business Resource

## NEWS FROM THE SBA NORTH FLORIDA DISTRICT:

### News Release

#### ***SBA Expands Emerging 200 Initiative to 15 Cities as First Group of Executives Complete Innovative New Program***

**WASHINGTON** – The U.S. Small Business Administration's innovative Emerging 200 initiative will be expanded in the spring of 2009 to include five new cities – Detroit, Dallas, Denver, **Jacksonville**, and Portland, Ore.

The announcement comes as 200 executives of inner-city small businesses in the first Emerging 200 class are graduating in 10 U.S. cities - Boston, Philadelphia, Baltimore, Memphis, Atlanta, Chicago, Milwaukee, Albuquerque, New Orleans, and Des Moines – over the next few weeks.

"We launched the Emerging 200 initiative to identify and support inner-city small businesses that have substantial potential for growth and provide them with high-level training, networking, and other resources necessary for success," said Sandy Baruah, Acting SBA Administrator. "By helping them prepare for the challenges of today's economy, SBA is tapping into the power of local entrepreneurs to transform their communities, generate new jobs, and make real and lasting changes." Small business executives in the Emerging 200 initiative participate in an intensive and comprehensive program, draw from each other's experiences and expertise, develop connections with local capital providers, and complete a growth plan by the end of the program.

"I cannot say enough about how valuable this class has been," said Kelly Sargent, president of Brainstorm Marketing in Des Moines, Iowa. "This class has given me the knowledge, courage, and access to experts and 19 other CEOs who face the same challenges I do. I highly recommend e200 to any business owner regardless of the size of the company or longevity."

The growth of small businesses in underserved markets is a prime focus of the SBA. Increasingly, the delivery of SBA products and services to inner-city entrepreneurs has become a high priority for the agency and part of a long-term strategy to sustain and stimulate economic activity.

In October 2007, SBA commissioned the Initiative for a Competitive Inner-City (ICIC), led by Harvard Business School Professor Michael E. Porter, to identify the nation's largest inner city areas (40,000+ inner city jobs) that have experienced flat or negative compound annual job growth rates in recent years.

Based on this study, SBA selected a representative cross-section of these cities to participate in the Emerging 200 based on the cities' interest, demonstrated support from the local community, and capacity to support the effort with SBA District office staff and in-kind support from resource partners. After identifying these inner city areas, SBA also collaborated with ICIC and its network of economic development researchers to establish criteria for the types of businesses that would benefit most from Emerging 200.

"Clearly, small businesses are the ones creating employment opportunities in inner city communities throughout our country," said Jeffrey R. Andrade, associate administrator, Office of Entrepreneurial Development. "With the leadership of the Emerging 200, SBA is helping to build a sustainable network of dynamic growing companies in areas that have not experienced job growth for several years."

###

The SBA staff is happy to speak on SBA's Programs & Services to lenders, small businesses, organizations, etc. – Please coordinate with [lola.naylor@sba.gov](mailto:lola.naylor@sba.gov)

## ***SBA CALENDAR OF EVENTS***

Let us know what  
you are up to!  
Please send any  
upcoming events  
to

[lola.naylor@sba.gov](mailto:lola.naylor@sba.gov)

**January 15 - Orlando**  
5:30pm-730pm - Doing  
Business with the fed-  
eral government - Or-  
lando Business Develop-  
ment Incubator - call Ed  
Ramos, SBA, 407-648-  
2891 for more info.

**January 27-Jacksonville**  
SBA Programs & Ser-  
vices- Learn What we  
Do! 10:00 am to 12:00  
pm at the SBA Offices,  
7825 Baymeadows  
Way; Suite 100-B to reg-  
ister or for more info,  
please call 904-443-  
1923.

**January 27- Orlando**  
8:30 - 10:00 am Eco-  
nomic Outlook for Small  
Business Breakfast  
Presentation, SBDC at  
the Disney Entrepreneur  
Center. Call 407-420-  
4848 for more info.

**January 30-Jacksonville**  
Women's Business  
Roundtable; 11:45 am  
to 2:00 pm, Topics: Do-  
ing Business with Duval  
County Schools, Global  
Visions, and the SBA's 8  
(a) Program. For more  
info & RSVP info, please  
see the flyer posted at  
[www.sba.gov/fl/north](http://www.sba.gov/fl/north).

**February 12- Panama  
City- 8(a)** Application  
Seminar- more info to  
come soon- Please call  
SBA's Ed Phillips (904)  
443-1968.

**February 17-Kissimmee**  
Cómo Obtener Contratos  
con el Gobierno? - de  
6:00pm a 7:30pm en La  
cámara de comercio de  
Kissimmee. Call Ed  
Ramos (407) 648-2891  
for more info.

Through its Faith-Based and Community Initiative (FBCI), the SBA is reaching out to foster business development opportunities in every corner of America. Entrepreneurial development is the key to the economic growth of our nation. For more information, please contact at Donna Padgug at (904) 443-1971 or [donna.padgug@sba.gov](mailto:donna.padgug@sba.gov)

<b>SMALL BUSINESS ADMINISTRATION NORTH FLORIDA DISTRICT OFFICE 504 Loans Year to Date for FY 2009</b>		
<b>As of 12/31/2008</b>		
<b>Lender Name</b>	<b>Number of Loans</b>	<b>Dollar Amount</b>
FLORIDA BUSINESS DEVELOPMENT CORPORATION	28	\$15,061,000.00
FLORIDA FIRST CAPITAL FINANCE CORPORATION, INC.	15	\$9,323,000.00
ESSENTIAL CAPITAL FINANCE, INC.	1	\$280,000.00
GULFCOAST BUSINESS FINANCE, INC.	1	\$160,000.00
<b>Total:</b>	<b>45</b>	<b>\$24,824,000.00</b>

**7(a) SBA  
North  
Florida  
Loans  
Approved as  
of  
December  
31st  
FY 2009**

***13% (14 Loans) of  
SBA' North  
Florida 7(a)  
Loans as of  
December 31, 2008  
were approved to  
Veterans.***

Lender	Number of Loans	Dollar Amount
SUPERIOR FINANCIAL GROUP, LLC	18	\$172,500.00
INNOVATIVE BANK	9	\$255,000.00
SUNTRUST BANK	8	\$381,500.00
COMPASS BANK	8	\$182,000.00
FIRST COAST COMMUNITY BANK	6	\$934,000.00
REGIONS BANK	6	\$1,096,200.00
THE HUNTINGTON NATIONAL BANK	5	\$6,155,000.00
BANKFIRST	5	\$538,300.00
COMMUNITY WEST BANK, NATIONAL ASSOCIATION	5	\$1,505,800.00
BANCO POPULAR NORTH AMERICA	4	\$1,045,500.00
AMERICAN ENTERPRISE BANK OF FLORIDA	4	\$556,000.00
PNC BANK, NATIONAL ASSOCIATION	3	\$1,677,000.00
WACHOVIA SBA LENDING, INC.	3	\$2,732,000.00
CIT SMALL BUSINESS LENDING CORPORATION	3	\$936,000.00
COMMUNITY SOUTH BANK	2	\$1,899,800.00
CENTERBANK OF JACKSONVILLE, N.A.	2	\$650,000.00
BRANCH BANKING AND TRUST COMPANY	2	\$170,000.00
BORREGO SPRINGS BANK, N.A.	2	\$75,000.00
NEWTEK SMALL BUSINESS FINANCE, INC.	2	\$646,000.00
BANK OF AMERICA, NATIONAL ASSOCIATION	1	\$75,000.00
BEACH COMMUNITY BANK	1	\$497,236.00
FIRST BANK	1	\$150,000.00
FIRST WESTERN SBLC, INC	1	\$145,000.00
FIRST NATIONAL BANK NORTHWEST FLORIDA	1	\$786,000.00
VANGUARD BANK & TRUST COMPANY	1	\$50,000.00
WELLS FARGO BANK, NATIONAL ASSOCIATION	1	\$782,000.00
HANCOCK BANK	1	\$200,000.00
HAVEN TRUST BANK FLORIDA	1	\$150,000.00
LIVE OAK BANKING COMPANY	1	\$2,000,000.00
WACHOVIA BANK, NATIONAL ASSOCIATION	1	\$50,000.00
TD BANK, NATIONAL ASSOCIATION	1	\$85,000.00
U.S. BANK NATIONAL ASSOCIATION	1	\$2,000,000.00
FIRST COMMERCIAL BANK OF FLORIDA	1	\$68,000.00
<b>Total:</b>	<b>111</b>	<b>\$28,645,836.00</b>

NORTH FLORIDA DISTRICT LOANS BY COUNTY MONTH ENDING  
DECEMBER 31, 2008

County	Number of Loans	Dollar Amount
ALACHUA	4	\$2,238,000.00
BAY	2	\$100,000.00
BRADFORD	1	\$280,000.00
CITRUS	5	\$3,465,000.00
CLAY	7	\$3,156,000.00
COLUMBIA	1	\$750,000.00
DUVAL	43	\$9,952,200.00
ESCAMBIA	4	\$581,000.00
HERNANDO	2	\$2,988,000.00
LAKE	7	\$3,528,000.00
LEON	2	\$2,607,000.00
MARION	2	\$175,000.00
NASSAU	1	\$210,000.00
OKALOOSA	4	\$1,329,236.00
ORANGE	38	\$7,179,800.00
SANTA ROSA	2	\$462,000.00
SEMINOLE	18	\$9,757,800.00
ST. JOHNS	7	\$2,829,000.00
SUMTER	1	\$20,000.00
VOLUSIA	4	\$1,681,800.00
WASHINGTON	1	\$180,000.00
<b>Total:</b>	<b>156</b>	<b>\$53,469,836.00</b>

**Lender  
Training is  
available!**

- Processing
- Closing
- Servicing
- Liquidation

**For Lenders  
only– Please call  
(904) 443-1906  
to schedule!  
your training!**